

Message Text

LIMITED OFFICIAL USE

PAGE 01 PEKING 00358 041316Z

51

ACTION EA-10

INFO OCT-01 ISO-00 NSC-05 NSCE-00 CIAE-00 COME-00 EB-07

INR-07 LAB-04 NSAE-00 PA-01 SIL-01 USIA-06 PRS-01

TRSE-00 INT-05 SS-15 /063 W
----- 010251

R 040850Z MAR 75

FM USLO PEKING

TO SECSTATE WASHDC 3314

INFO AMCONSUL HONG KONG

LIMITED OFFICIAL USE PEKING 358

E.O. 11652: N/A

TAGS: ETRD, CH

SUBJECT: FUR PRODUCTS MINI-FAIR IN PEKING

REF: PEKING 0317

1. LATEST IN A SERIES OF SMALL SPECIALIZED FAIRS TO COME TO USLO'S ATTENTION IS ONE FOR FUR PRODUCTS SPONSORED BY THE NATIVE PRODUCE AND ANIMAL BY-PRODUCTS IMPORT AND EXPORT CORPORATION IN PEKING.

HOSTED BY THE CORPORATION'S ANIMAL BY-PRODUCTS EXPORT DEPARTMENT, THE FAIR OPENED ON FEBRUARY 20 AND IS SCHEDULED TO RUN UNTIL MARCH 5. MR. BUSH AND C/E OFFICER PERITO VISITED THE FAIR MARCH 3, AND FOUND THAT NO AMERICANS HAD BEEN INVITED, BUT THAT ABOUT 30 BUSINESSMEN FROM SEVEN COUNTRIES (INCLUDING JAPAN, WESTERN EUROPE AND HONG KONG) ARE TAKING PART. OFFICIALS SAID THIS WAS THE FIRST SUCH EVENT STAGED BY THE CORPORATION AND THEY EXPRESSED A WILLINGNESS TO INCLUDE U.S. BUYERS IF IT IS REPEATED NEXT YEAR.

2. DURING THEIR VISIT, THE USLO OFFICERS MET WITH FAIR CHAIRMAN JEN HSIAO-HSUAN (0117/1420/6513) WHO IS DEPUTY MANAGER OF THE CORPORATION'S ANIMAL BY-PRODUCTS EXPORT DEPARTMENT AND MANAGER OF ITS FUR PRODUCTS DIVISION. THE FAIR IS BEING HELD ON THE GROUND FLOOR OF THE NATIONALITIES PALACE, NEXT DOOR TO THE NATIONALITIES

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 PEKING 00358 041316Z

(MINTZU) HOTEL. ATTRACTIVELY DISPLAYED IN A SPACIOUS HALL RINGED

BY DISCUSSION ROOMS ARE SHEEPSKIN RUGS, FUR COATS (BOTH WILD AND DOMESTIC ANIMALS), FUR HATS, ANIMAL SKINS AND FUR PELTS. DISCUSSION ROOMS WERE BUSY AND IT APPEARED THAT BUSINESS WAS BEING TRANSACTED. FIVE PROVINCIAL BRANCHES OF THE CORPORATION ARE PARTICIPATING IN THE FAIR, AND FURS DISPLAYED COME FROM ALL PARTS OF CHINA.

3. COMMENT: BY HOLDING THIS NEW EVENT IN ADDITION TO THE ANNUAL "BAMBOO FAIR" IN CANTON AND THE CARPET FAIR IN TIENTSIN (REFTTEL), NATIVE PRODUCE CORPORATION OFFICIALS SEEM INTENT ON PROVIDING ADDITIONAL OPPORTUNITIES FOR OLD CUSTOMERS TO DO BUSINESS OUTSIDE THE SEMI-ANNUAL CANTON FAIRS. THE SMALL FAIRS PROVIDE A MORE RELAXED ATMOSPHERE FOR NEGOTIATIONS, ALLOW MORE PERSONAL ATTENTION, AND MAY PROVIDE GREATER BUYER SATISFACTION THAN THE LARGE FAIRS IN CANTON. THESE ALSO APPEAR TO REPRESENT A CONCERTED EFFORT BY THE NATIVE PRODUCE CORPORATION TO PUSH EXPORTS AT A TIME WHEN FOREIGN MARKETS ARE WEAK.
BUSH

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FURS, TRADE FAIRS
Control Number: n/a
Copy: SINGLE
Draft Date: 04 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975PEKING00358
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750075-0330
From: PEKING
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750384/aaaacxpx.tel
Line Count: 79
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 PEKING 0317
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 09 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 JUL 2003 by MartinML>; APPROVED <10 JUL 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FUR PRODUCTS MINI-FAIR IN PEKING
TAGS: ETRD, CH
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006